PRE-PROPOSAL CONFERENCE
RFP: WIOA One-Stop Operator & Service Provider

October 26, 2022
DEDO: AT A GLANCE

Business Development
Supports business recruitment, retention, and expansion

Division of Small Business Opportunity
Creates and expands contract opportunities for small, minority, and women-owned businesses

Denver Workforce Services
Connects employers to a skilled talent pipeline
Connects jobseekers to employment and training opportunities

Executive Office
Drives overall strategic planning, agency operations, communications, and personnel management

Neighborhood Equity & Stabilization
Creates opportunities for residents and businesses in neighborhoods experiencing change

Global Business Development
Builds Denver's capacity to engage with and secure investment from global markets

Denver Construction Careers
Identifies, recruits, trains, and supports a strong pipeline of new and existing construction professionals
DEDO:
Our vision is an innovative, inclusive economy that works for everyone.

Denver Workforce Services assists employers to hire, train, and retain a quality workforce while providing jobseekers the ability to access, explore, prepare, learn, and connect to employment, training, and other workforce development opportunities.
OUR CUSTOMERS

JOBSEEKERS

ACCESS  Virtual tools, three Workforce Centers, DWIN partner network

EXPLORE  Labor market and career pathway information

PREPARE  Job readiness training, career coaching

LEARN  Workshops, individual training accounts (tuition assistance)

CONNECT  Recruitment events, work-based learning
OUR CUSTOMERS

BUSINESSES

HIRE  Job postings, applicant referrals, recruitment events

TRAIN  On-the-job training, internships, apprenticeships

RETAIN  Upskilling and incumbent worker, consulting
DENVER WORKFORCE INTEGRATION NETWORK (DWIN)

Roundtable of 30+ community-based organizations, nonprofits and resource providers throughout Denver, all of whom share a stake in serving our employers and jobseekers.

DWIN ensures:
- Coordination and alignment of services
- Sharing of best practices
- Awareness and leveraging of available funding and resources
- One-stop access to the workforce network

DWIN participants work together to align services for jobseekers who are experiencing barriers to success:
- Veterans
- Justice-involved
- Youth
- People experiencing homelessness
- People living with disabilities
- Older adults
- New Americans

WHO AND WHAT

Workforce Center at Webb – 201 W Colfax (Opening soon)
Workforce Center at Montbello – 4685 Peoria St.
Workforce Center at DEN – 8500 Pena Blvd. (Re-opening soon)
DIRECT SERVICES

Operation of Three Workforce Centers
  • Virtual services
  • Self-directed services
  • One-on-one assistance

Business Services
  • Sector Partnerships
  • Work-Based Learning
  • Certified Youth Employer Program

Programs & Initiatives
  • Back-to-Work 50+
  • New Americans Integration Network
  • DEN Gateway Training Program
Funded Partners

- WIOA and Related Funding
  - Eckerd Connects
  - Denver Public Schools
- Grants
  - Volunteers of America, Bill Daniels Veterans Services Center
  - CommunityWorks
  - Technology Employment in Colorado Partnership (Five Local Workforce Areas)
- CARES Act
  - Denver Public Library
- Community Development Block Grant – Coronavirus Relief
  - Work Options for Women (WOW)
  - Center for Work Education and Employment (CWEE)
  - Jewish Family Services (JFS)
- American Rescue Plan State Stimulus – Upskilling
  - Second Chance Center
  - Mile High Youth Corps
  - Prodigy Ventures
  - Denver Housing Authority
- American Rescue Plan State Stimulus – Innovation
  - Mi Casa Resource Center
  - Servicios de La Raza
  - Urban Peak

Total: $11,993,325
Denver Economic Development & Opportunity (DEDO) works to ensure the success of Denver’s economy is shared by our residents, businesses, and neighborhoods. We are committed to creating and maintaining a vibrant economy that works for everyone. We believe all Denver residents should have the opportunity to make a home, get a job, and build a future.

Through its operation of the Denver Workforce Centers DEDO serves as an employment and training resource for employers, job seekers, Veterans, and youth throughout the metro area. Denver Workforce Services connects employers with a trained and ready workforce and assists job seekers with acquiring skills needed to secure sustainable employment. Between serving and supporting employers, assisting a wide range of job seekers, and aligning safety net services with tools for economic independence, Denver strives to balance the ongoing demand for essential services with an eye on continuously improving our customers’ experience and meeting the needs of a diverse population.
On behalf of the Denver Workforce Development Board (DEDO-WDB), DWS invites proposals from qualified public, private, or nonprofit entities for the delivery of the One-Stop Operator services in accordance with the requirements of the Workforce Innovation and Opportunity Act of 2014 (WIOA), Pub. L 113-128. The One-Stop Operator will also deliver services under WIOA for Adult, Dislocated Worker, and Out-of-School Youth programs within the City and County of Denver.

This Request for Proposal (RFP) seeks to engage experienced applicants who will, through partnerships, improve access to vital services throughout the local area by establishing a one-stop delivery system described in WIOA Section 121(e). Proposals will focus on helping job seekers, especially those with barriers to employment, access quality employment, education, training, and supportive services so they may succeed in the labor market. Access to career services, as described in WIOA Section 134(c)(2), will be available to youth, adults, and dislocated workers, respectively. Qualified applicants will establish and develop relationships and networks with large and small employers and work collaboratively with partners/programs that are designed to meet workforce development needs.

The Operator will work in collaboration with the DWS team and in alignment with services provided through Denver Workforce Centers, and the Operator will be responsible for the coordination of the delivery of workforce services within the larger Denver workforce network.
Funding sources include but are not limited to:

- WIOA Adult - $1,500,000
- WIOA Dislocated Worker - $500,000
- WIOA Out-of-School Youth - $1,200,000
- Technology Employment in Colorado Partnership (TEC-P) - $500,000
- Trade Adjustment Assistance Act (TAA) - $65,000
- Reemployment Services & Eligibility Assessments (RESEA) - $120,000
- Disability Program Navigator (DPN) - $95,000
- Innovation, Diversity, and Equity in Apprenticeship (IDEA)- $160,000
- City and County of Denver General Funds - $100,000
THE BUDGET SPREADSHEET

- It is a tool to make creating the budget easier by automatically doing the math.
- This saves time for all of us and prevents errors.
- It will make budget modifications easier too!
- Certain cells are purposely locked to ensure automatic calculations are accurate. Do not unlock the spreadsheet.
- Only fill in the yellow highlighted cells – other cells do not need to be edited.

- Our partners need to be specific about what this money will be used for.
- Why? This will help finance ensure expenses are compliant and make it easier for our staff to reimburse expenses.
Which description for personnel is better?

A. The Director oversees operations.

B. The Director manages the technical assistance to small businesses, including consulting, strategic planning, and managing staff.

Which description for non-personnel is better?

A. Supplies

B. Printing subscription for $100 a month
Agreements are anticipated to have terms effective from July 1, 2023, through June 30, 2024.

The DEDO-WDB reserves the right to renew agreements for up to three additional one-year periods based on contractor performance, achievement of benchmarks, funding availability, ability to leverage funds, compliance with all applicable regulations and other program requirements.
Eligible respondents include governmental, educational institutions or not-for-profit organizations or agencies engaged in a public service.

Private, for-profit organizations engaged in providing employment and training and educational opportunities may apply.

Proposers must be registered with the Colorado Secretary of State to do business in Colorado. Entities that are presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from participation in this transaction by any Federal department or agency are not eligible.

Proposal reviews and awards are contingent upon respondents being current with the City on any loan, contractual, or tax obligation as due, and in compliance with rules, regulations, and provisions of existing or past city contracts.
TIMELINE

RFP ISSUED
Thursday, October 13  2:00 p.m.

PRE-PROPOSAL QUESTIONS DUE
Friday, October 21  4:00 p.m.

PRE-PROPOSAL CONFERENCE
Wednesday, October 26   2:30 p.m.

QUESTIONS ON RFP GUIDELINES DUE
Wednesday, November 2   4:00 p.m.

ADDENDUM TO RFP RELEASED
Monday November 7   4:00 p.m.

COMPLETED PROPOSAL SUBMISSION DEADLINE
Thursday November 17   4:00 p.m.

All times MST
QUESTIONS?

DEDO_BusinessDevelopment_Proposals@denvergov.org
THANK YOU

Jobseekers call 720-337-WORK
Businesses call 720-865-WORK
denvergov.org/workforce